Seattle/Tacoma Ports To Bangkok, Thailand

Frozen Potatoes

Monthly Market Share For: August 1997

Month\Year:  $10\91$ 

(	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Evergreen	79%	25%	30 Days <sup>3</sup>	\$160.00	\$5			Al				19 KT	\$3,135
Sea-Land	10%	8%	17 Days	\$163.00	\$5			Al				19 KT	\$3,192
P&O Nedlloyd	10%	1%	22 Days <sup>3</sup>	\$163.00	\$5			Al				19 KT	\$3,192
Hanjin	0%	48%	27 Days	\$161.00	\$5			ΑI				19 KT	\$3,154

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

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Seattle/Tacoma Ports To Busan, South Korea

Frozen Potatoes

Monthly Market Share For: August 1997

Month\Year: 19\202

Month Year: 19\202												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Hanjin	62%	34%	16 Days	\$137.00	\$5		Al	Al			19 KT	\$2,698
Hyundai	38%	48%	10 Days	\$137.00	\$5		ΑI	ΑI			19 KT	\$2,698

Seattle/Tacoma Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: August 1997

Month\Year: 20\218 Surcharges: Market Market **Transit** Carrier Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** Mitsui OSK \$2,736 20% 22% 12 Days \$139.00 \$5 ΑI 19 KT 15 Days<sup>3</sup> Evergreen 11% \$136.00 \$5 ΑI 19 KT \$2,679 15% \$5 Hyundai \$137.00 \$2,698 10% 17% 14 Days ΑI 19 KT 18 Days<sup>3</sup> Maersk \$139.00 \$5 19 KT \$2,736 10% 11% ΑI APL 12 Days 19 KT \$2,736 10% 7% \$139.00 \$5 ΑI Yang Ming \$5 \$3,097 10% 5% 18 Days \$158.00 ΑI 19 KT 18 Days<sup>3</sup> Sea-Land \$139.00 \$5 \$2,736 10% 3% ΑI 19 KT OOCL \$5 19 KT 12 Days \$139.00 \$2,736 10% 3% ΑI NYK Line 17 Days \$5 5% 6% \$139.00 19 KT \$2,736 12 Days Senator 5% 1%

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Jakarta, Indonesia

Frozen Potatoes

ΑI

ΑI

19 KT

19 KT

\$3,724

\$3,724

Monthly Market Share For: August 1997

22 Days

22 Days

Month\Year: 6\72 Surcharges: Market Market **Transit** Share Share CY Time Ocean Rate **BAF** CY**THC** CFS Rec ARB Cotton R. Size Carrier **CAF ContainerRate** \$5 19 KT \$3,686 Hanjin 73% 10% 26 Days \$189.00 ΑI 17 Days<sup>3</sup> Maersk 18% 50% \$191.00 \$5 ΑI 19 KT \$3,724

\$5

\$5

\$191.00

\$191.00

9%

0%

13%

15%

Mitsui OSK

APL

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Keelung, Taiwan

Frozen Potatoes

Monthly Market Share For: August 1997

Month\Year: 17\169

Month\Year: 17\169	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Evergreen	39%	38%	13 Days	\$132.00	\$5		Al	Al			21 KT	\$2,877
NYK Line	13%	8%	14 Days	\$156.00	\$5		ΑI	ΑI			19 KT	\$3,059
OOCL	6%	16%	17 Days	\$156.00	\$5		ΑI	ΑI			19 KT	\$3,059
Hyundai	6%	3%	20 Days	\$156.00	\$5		ΑI	Al			19 KT	\$3,059
Neptune	6%	2%	14 Days	\$156.00	\$5		ΑI	ΑI			19 KT	\$3,059

Seattle/Tacoma Ports To Manila, Philippines

Frozen Potatoes

Monthly Market Share For: August 1997

Month\Year: 59\295

	Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
APL	33%	41%	20 Days	\$188.00	\$5			Al			19 KT	\$3,667
Mitsui OSK	22%	15%	24 Days	\$188.00	\$5			Al			19 KT	\$3,667
Evergreen	7%	7%	15 Days <sup>3</sup>	\$185.00	\$5			ΑI			19 KT	\$3,610
Sea-Land	7%	5%	21 Days <sup>3</sup>	\$188.00	\$5			Al			19 KT	\$3,667
OOCL	3%	22%	24 Days	\$188.00	\$5			Al			19 KT	\$3,667

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

Monthly Market Share For: August 1997

Month\Year: 14\105

Surcharges:

Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec A	ARB	Cotton R.	Size	ContainerRate
40%	28%	18 Days	\$176.00	\$5			Al				19 KT	\$3,439
17%	8%	25 Days <sup>3</sup>	\$173.00	\$5			Al				19 KT	\$3,382
14%	18%	16 Days <sup>3</sup>	\$176.00	\$5			Al				19 KT	\$3,439
14%	10%	21 Days	\$168.00	\$5			Al				19 KT	\$3,287
7%	25%	18 Days	\$176.00	\$5			Al				19 KT	\$3,439
7%	13%	18 Days	\$176.00	\$5			Al				19 KT	\$3,439
	Share 40% 17% 14% 14% 7%	Share         Share CY           40%         28%           17%         8%           14%         18%           14%         10%           7%         25%	Share         Share CY         Time           40%         28%         18 Days           17%         8%         25 Days³           14%         18%         16 Days³           14%         10%         21 Days           7%         25%         18 Days	Share         Share CY         Time         Ocean Rate           40%         28%         18 Days         \$176.00           17%         8%         25 Days³         \$173.00           14%         18%         16 Days³         \$176.00           14%         10%         21 Days         \$168.00           7%         25%         18 Days         \$176.00	Share         Share CY         Time         Ocean Rate         BAF           40%         28%         18 Days         \$176.00         \$5           17%         8%         25 Days³         \$173.00         \$5           14%         18%         16 Days³         \$176.00         \$5           14%         10%         21 Days         \$168.00         \$5           7%         25%         18 Days         \$176.00         \$5	Share         Share CY         Time         Ocean Rate         BAF         CY           40%         28%         18 Days         \$176.00         \$5           17%         8%         25 Days³         \$173.00         \$5           14%         18%         16 Days³         \$176.00         \$5           14%         10%         21 Days         \$168.00         \$5           7%         25%         18 Days         \$176.00         \$5	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF           40%         28%         18 Days         \$176.00         \$5           17%         8%         25 Days³         \$173.00         \$5           14%         18%         16 Days³         \$176.00         \$5           14%         10%         21 Days         \$168.00         \$5           7%         25%         18 Days         \$176.00         \$5	Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF         THC           40%         28%         18 Days         \$176.00         \$5         AI           17%         8%         25 Days³         \$173.00         \$5         AI           14%         18%         16 Days³         \$176.00         \$5         AI           14%         10%         21 Days         \$168.00         \$5         AI           7%         25%         18 Days         \$176.00         \$5         AI	Share         Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         A           40%         28%         18 Days         \$176.00         \$5         AI           17%         8%         25 Days³         \$173.00         \$5         AI           14%         18%         16 Days³         \$176.00         \$5         AI           14%         10%         21 Days         \$168.00         \$5         AI           7%         25%         18 Days         \$176.00         \$5         AI	Market Share         Market Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec ARB           40%         28%         18 Days         \$176.00         \$5         AI           17%         8%         25 Days³         \$173.00         \$5         AI           14%         18%         16 Days³         \$176.00         \$5         AI           14%         10%         21 Days         \$168.00         \$5         AI           7%         25%         18 Days         \$176.00         \$5         AI	Market Share         Market Share CY         Transit Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.           40%         28%         18 Days         \$176.00         \$5         AI           17%         8%         25 Days³         \$173.00         \$5         AI           14%         18%         16 Days³         \$176.00         \$5         AI           14%         10%         21 Days         \$168.00         \$5         AI           7%         25%         18 Days         \$176.00         \$5         AI	Market Share         Market Share CY         Time         Ocean Rate         BAF         CY         CAF         THC         CFS Rec         ARB         Cotton R.         Size           40%         28%         18 Days         \$176.00         \$5         AI         19 KT           17%         8%         25 Days³         \$173.00         \$5         AI         19 KT           14%         18%         16 Days³         \$176.00         \$5         AI         19 KT           14%         10%         21 Days         \$168.00         \$5         AI         19 KT           7%         25%         18 Days         \$176.00         \$5         AI         19 KT

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

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Seattle/Tacoma Ports To Shanghai, China

Frozen Potatoes

Monthly Market Share For: August 1997

Month\Year: 7\20

Month\Year: /\20	Surcharges:												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Evergreen	100%	5%	21 Days	\$184.00	Al			\$5				19 KT	\$3,591
COSCO	0%	90%	22 Days	\$4,400 <sup>1</sup>	\$82 <sup>1</sup>			ΑI					\$4,702

<sup>1</sup> Rate is per container

Seattle/Tacoma Ports To Singapore

#### Frozen Potatoes

Monthly Market Share For: August 1997

Month\Year: 2\133

,												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
APL	50%	25%	16 Days	\$153.00	\$5		Al	Al			19 KT	\$3,002
Hyundai	50%	10%	25 Days	\$145.00	\$5		ΑI	ΑI			19 KT	\$2,850
OOCL	0%	13%	15 Days	\$153.00	\$5		ΑI	ΑI			19 KT	\$3,002
Mitsui OSK	0%	12%	16 Days	\$153.00	\$5		ΑI	ΑI			19 KT	\$3,002
Evergreen	0%	10%	18 Days 3	\$150.00	\$5		ΑI	ΑI			19 KT	\$2,945

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

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Seattle/Tacoma Ports To Tokyo, Japan

Frozen Potatoes

ΑI

ΑI

19 KT

\$4,503

Monthly Market Share For: August 1997

10 Days

\$237.00

Month\Year: 74\888 Surcharges: Market Market **Transit** Carrier Share Share CY **Time** Ocean Rate **BAF** CY**CAF THC** CFS Rec ARB Cotton R. Size **ContainerRate** \$150.00 18.5 KT \$4,817 Maersk 35% 90% 12 Days \$5 43% \$34 \$4,200<sup>1</sup> 28% ΑI ΑI \$4,200 West 11% 26 Days ΑI 13 Days<sup>3</sup> \$26 Hyundai \$147.00 \$5 \$4,583 16% 6% 43% Evergreen 9 Days<sup>3</sup> \$147.00 \$5 18.5 KT \$4,089 14% 11% 43% ΑI 15 Days \$3,475<sup>1</sup> \$3,475 Italia 3% 1% ΑI ΑI ΑI 18 Days<sup>3</sup> \$5 43% \$34 18.5 KT \$4,817 Sea-Land 3% 0% \$150.00 Hanjin 10 Days \$147.00 \$5 \$26 18.5 KT \$4,583 1% 6% 43%

ΑI

COSCO

0%

32%

<sup>1</sup> Rate is per container

<sup>3</sup> Transit time is based on departure from Tacoma, WA.